

TABLE OF CONTENTS:

1. Introduction to Challenge 3
2. Executive summary 6
3. Mission, Vision, Culture and Objectives 7
4. Company Description 8
5. Opportunity analysis 11
6. Marketing strategy and plan 12
7. Management and Operations 15
8. Financial analysis and projections 16
9. Funding request 17
10. Exit Strategy/ 18
11. Appendices 18
12. **InnovateHER 2016: Innovating for Women Business Challenge Introduction**
    1. Puzzle Peace enhances the lives of women and their families.   
        Puzzle Peace Coffee House will be a great asset to the working women of the Zanesville area. Whether they be the 57% that are part of the workforce, or the 43% that stay-at-home, they can, call, text or just stop by for a wholesome meal at an affordable price. Puzzle Peace will not only feed their stomachs, but satisfy some deeper longing.
       * ***Comfort foods*** are an easy choice when a woman is having a particularly rough day, week, or even year. Lunch specials such as homemade noodles, or chicken potpie may remind people of their fondest childhood memories at grandmother's kitchen during the holidays.
       * ***Convenience***: Lunch deliveries are available so that women do not have to use their valuable lunchtime driving to find food.
       * ***Budgeting*** is always easier when you have an affordable option to choose. Puzzle Peace has a number of affordable options for women to choose from for themselves and their families. They can take home a hearty dinner for a family of four for about $20. There is no need to settle for less than the best when the best is now affordable.
       * ***Healthy Choices*** makes it easier for women to give their families the right nutrients. Puzzle Peace takes the stress out of managing individual diet needs within the family. There is something for everyone: diabetic, gluten-free, allergic or just plain finicky.
       * ***Family time*** can finally be reclaimed by avoiding many hours in the kitchen, slaving over the stove, or scrubbing pots and pans. Women can now provide their family a quality dinner around the table, discussing matters of the day, or a child's homework. The staff at Puzzle Peace Coffee House will treat all guests with hospitality and invite them to join in family oriented recreation.
       * ***Resources*** will be available at the on-site community bulletin board provided by Puzzle Peace to help with all manner of needs, such as, day-care providers, counseling centers, community events, contact information for local food pantries, and sharing of information.
       * ***Meeting spots*** will be available for purposes such as *Mom's Night Out* for the homeschoolers, or women's Bible study, as well as almost any other need one could imagine.
       * ***Recreation***: Game tables will be available to intellectually stimulate and preoccupy children while Mom gets a chance to relax, enjoy her favorite beverage, and unwind after a long day.
       * ***Refillable*** coffee gives women a sense of control in a world that sometimes seems so far out of control. Only she determines when she is done with her cup!
       * ***Unique*** gift items and point-of-sale goods will make it easier for women to do some last minute shopping for birthdays and holidays. Puzzle Peace will host a section for local artists to display their creations.
       * ***Pinch Hitter*** Like in the game of baseball, Women sometimes need someone else to fill in for them while they are away. Whether at the hospital giving birth, away on vacation, or just relaxing at the spa, Women can count on the Puzzle Peace to make sure their families get a home-cooked meal, delivered hot and ready to eat.
    2. **Potential for Commercialization**   
        Puzzle Peace Coffee House has a vast potential for commercialization. When Puzzle Peace Coffee-house is opened, it will absorb “Bobbi's Home-made Lunches” which fills a very unique niche in our community. I make and deliver homemade lunches. I offer meals that are original and creative with wholesome ingredients, made from scratch. Not only will Puzzle Peace provide exceptional specialty coffee drinks, but a nice variety on the menu, including my home-made lunch specials that bring back a bit of culture from generations past. The drive-thru window will make it convenient for shoppers, students, and local employees to make a quick stop. The warm, inviting atmosphere will make a nice place for customers to feel at-home when away from home in the middle of their day. Drivers will be available to continue to service patrons, especially the hundreds of established customers that I've developed relationships with over the past four years. Puzzle Peace Coffee House, which will be located at 3516 Maple Ave, Zanesville, Ohio, is in a central location within Zanesville's main Marketplace. It is surrounded by 4 strip-malls, the Colony Square Mall, including the movie theater, an apartment complex, 2 grocery stores, several automobile dealerships, 2 large churches, 2 gas stations, several, professional garages, gift shops, and multiple upscale hair salons. It is only a couple of minutes from the local High-school and colleges, which would make it very quick and convenient for students and teachers alike to order food. The most significant thing about this location from my perspective, is that I already service most of these establishments. I expect to continue to serve them as they frequently give me glowing reviews and excellent word-of-mouth advertisement and referrals. I have attached to this business plan letters of recommendation and reference from some of the patrons who are excited to see Puzzle Peace open at this convenient location.   
        The staff at Puzzle Peace Coffee House recognizes the needs of women and their roles in the family. Our goal is to provide an atmosphere with delicious homemade food. Guests will find comfort in knowing their family unit can be strengthened just by sharing a meal together at our establishment.
    3. **Niche in the Marketplace**  
       Puzzle Peace will fill a necessary niche in the Marketplace by:
       * Providing healthy choices to eat at reasonable prices.
       * Offering a wonderful assortments of drinks and wholesome foods, that aren't offered by any other establishment in this area.
       * Welcoming people to come enjoy some good coffee, comfort food, and a little bit of peace in the midst of the hustle and bustle of their day.
       * Making a place that women, and their families can socialize and enjoy family oriented recreation, any day of the week.
       * Building up the community, by uniting neighbors and inspiring them.
       * Allowing local artists a place to express themselves.
       * Hosting meetings, seminars and public parties
       * Coffee-house concerts
       * Homemade food
13. **Executive Summary**

Puzzle Peace Coffee House will be an affiliate of Jitters Coffee House in Millersburg, Ohio. Puzzle Peace is a place where hungry and thirsty people can come to be filled. Whether passing through the drive through for a genuine smile and a great cup of coffee, or coming in for a filling and unique meal over a game of checkers with a friend, Puzzle Peace is the place to be.

Puzzle Peace Coffee House will be the Zanesville home of Crimson Cup Coffee and Tea. Here you can order any version of your favorite gourmet cup of coffee or tea, hot or cold, any way you like that would exceed any expectation you'd have for any coffee shop in the area. In addition to excellent coffee and teas, we will have an assortment of juices and fountain drinks, as well as bottled water. We will serve delicious donuts that will be made fresh by our in-house doughnut specialists every morning. All day long, you can get a variety of sandwiches, wraps, and salads. Most of the main menu items will be served with Conn's Potato chips or Pretzels, made locally, right here in Zanesville. There will be many other items available, ranging from healthy snacks like fresh fruit, or a Greek yogurt parfait, to traditional snacks like cookies and cakes. Each day there will be a special featured item referred to as “Bobbi's Homemade Lunch Special” that will change from day to day. These specials will include items such as Homemade Chicken and noodles, Barbecued Ribs, Zuppadao Soup or Steak tips with gravy.

Puzzle Peace is not only about the food and drink that we put into our bodies, but specifically how we all fit together like one giant puzzle with a glorious Creator. There will be a great emphasis, yet subtle in approach, on finding your Peace in the cross of Christ. Puzzle Peace is more than just an unconventional restaurant. We hope to help unite but not replace the local churches by welcoming small-group studies and community events as often as the opportunity arises. There will also be a stage for performing artists, inspirational messages, seminars, studies and more. It will be such a comfortable and laid-back atmosphere that all should feel welcome and loved regardless of religion or background. We hope to provide a place where strangers become great friends.

Everyone of our team-members will be not only be qualified for their area of expertise behind the counter or in the kitchen, but they will be specifically chosen for their social interactive abilities. During orientation, each team-member will go through a training course designed to help them identify the needs of our patrons. They will be encouraged to take notice of someone who may be hurting, seems distraught, or in need of a friend; to pray for them, offer advice, hope, friendship, and to connect them with other resources that can further meet their needs.

It is our intention to support local artists as well as missions, both at home and foreign. Whenever possible we will have items available for purchase that will support missions with 100 percent of their proceeds. We will have a display case positioned in a high traffic location on site to showcase non-edible items for sale. Preferably hand-made items made by local artists.

Puzzle Peace will open daily at 6 am and remain open until 9pm, except on Sundays, which will close at 6pm and we will be closed on all major holidays.

1. **Mission, Vision, Culture, and Objectives**
   1. **Mission:**  
       How is the Puzzle Peace different from any other establishment? We'll have exceptional coffee at reasonable prices, and a unique exclusive menu to match it. There will be an atmosphere of unity and love that supplements the established churches in the area without seeking to replace them or the services they offer.
   2. **Vision:**  
      Puzzle Peace Coffee House will be profitable because it will be known for having the best Quality, the best price, and the friendliest, most vigilant staff.
   3. **Culture:**   
      Puzzle Peace will be a Coffee House centered on Christian values. We will have regular meetings for all team-members. This will be a time for them to express concerns, ask questions, seek counsel or request prayer, and receive any instruction that may be needed on how to proceed on any particular tasks. Team-members will be encouraged to lean on one another, utilizing each other's strengths and weaknesses, and to learn from each other. The idea is that they can, in turn, be strengthened enough to be a blessing for those that they serve. It is a necessity for our staff to be healthy physical and spiritually to be able to help others to do the same. I will recruit team-members based on observation of their willingness to help others without reward. Our team should want to be a blessing to others, and see it as an added bonus that they receive financial compensation for what they already like to do.
   4. **Objectives:**
      * Enrich and enhance the lives of women and families in our community.
      * Fulfill an important niche in the community by offering homemade foods that bring people comfort and nourishment that they don't receive anywhere else.
      * To Commercialize our products and services and produce enough of a profit that we can open a second establishment within 5 years.
      * Make Puzzle Peace the number one destination for coffee, food and social interaction in Zanesville.
      * Sales of $300,000+ the first fiscal year, $400,00+ the second fiscal year and $500,000+ the third fiscal year
      * Be an active and vocal establishment in the community, and provide continual re-investment through participation in community activities such as feeding the homeless, providing a convenient location for community meetings and youth outings, financial contributions for missions, both at home and abroad, and being a resource connection center.
      * Allow local artists a venue to express themselves
2. **Company Description**
   1. Company History  
       My name is Bobbi, and I make and deliver homemade lunches. I began this endeavor 4 years ago when our oldest son was about to turn 18 and we had never had a family vacation. I was a stay-at-home mom, relying on my husband for our sole-income. We were eating as cheap as possible, not able to afford to eat better foods because the cost of food had just risen and the budget was tight. The children wanted to go to Walt Disney World, so they began fund-raising by selling candy bars. I wanted to raise money as well, so I wrote a letter explaining that I would make and deliver Monster Salads for $5.00 each, and deliver them on Tuesday and Thursday on the week before we left. I made 10 copies of the letter, and went around to the local car-lots and distributed them. I got 7 orders on Tuesday and 15 on Thursday.

Everyone was very impressed with the salads. I had spent less than 2.50 for the supplies for each salad, and collected $5 for each one. It was a success. On Thursday, when I delivered the salads, some of the guys asked me what I was making the next day. I thought they were joking, but they were quite sincere. I told them that I was making a batch of home-made chicken and noodles for the next day because it was cheap and wouldn't spoil on our journey to Florida. They offered to buy Chicken and Noodle meals if I would bring them! I had 15 people ask me for that meal! On Friday when I brought the meals, a couple of the guys asked me if I'd consider being their regular lunch lady, and pledged their patronage if I would. I told them I'd consider it while I was on vacation and seek the Lord about it. As we were driving, I was praying about it. I couldn't keep from thinking about all of the foods that I loved to cook, and that my family loved to eat, but that we could no longer afford to buy because the price of beef had gone up. I began to figure the cost per meal, and realized that this was my opportunity to make a difference, not just for my family, but for all those people in our community that have developed unhealthy life-styles stemming from their eating habits. I could offer them foods made with wholesome ingredients at a price that they could afford. All of us would be able to eat, and to eat better!

When we came back from vacation I told them that I would bring them lunch, and that I would decide week-by-week if it was something that I was going to be able to do. At first it was only a few days a week, then it became 5 days a week. Habits were formed, and relationships were built. My new lunch-friends began asking for permission to share my menu and phone number. It has been more than four years now. I have greatly enjoyed making and delivering homemade lunches. It has been profitable. Some meals may cost as much as $3 per meal to make, but other meals might only cost $1.50 per meal. The more meals that I make per day, the lower the cost. I do this from my home. I do not have a commercial kitchen, so I take donations. I don't charge a set price. Most people give $5 or $6 per meal. I have made food for parties, reunions and office gatherings.

Through these lunches, my family and I have developed friendships in our community. One of my favorite places to go is an apartment complex for seniors. There we have had the opportunity to go and bless them with our food as a ministry. There has been a lot of times when we have come and found them hungry but unable to afford to eat, and it has brought us great joy to feed them anyway. There have been several occasions where a church or a wealthy benefactor supplied large quantities of food, for us to cook and serve to bless every senior in the building with enough food to fill their bellies on site and as much as they could carry for their freezers. This lunch endeavor has been a gift from God in our lives. We have attempted to share that gift with all around us. We have often given away surplus meals at the end of the day to those who seem hungry, especially to those who we believe to be in need. I also accept credit-cards now, to make it easier for people to contribute, and I take “catch-me-later's” relying on the integrity of those that are hungry to remember to catch-me-later, but fully prepared to forgive the debt if they don't and to count it as a gift. Thus far, people seem to be inspired by the trust that I give them and prove themselves to be trust-worthy.

I have delivered thousands of meals to hundreds of customers. The reputation of my food and service precedes me everywhere I go. I have had so many orders within the last 6 months that it became very difficult to keep up with them by myself in my tiny kitchen. As a result, my husband has left his job of 8 years to come work with me. I have standing orders every day, and also people who order through Facebook, text and telephone calls. My Facebook group and my daily text list grows every day. I am confident that it is time to establish a permanent location. I want to open Puzzle Peace Coffee House. It will serve all of my lunch items and so much more. Puzzle Peace Coffee house will be a LLC company, an affiliate of Jitters Coffee House in Millersburg.

* 1. **Concept of Puzzle Peace**

Imagine that you are a bird, looking from the air and you see a bunch of people hip deep in flood waters, and the water is rising. Each person has a flotation device in the shape of a puzzle peace floating near them. Each puzzle piece is so big that the largest person there can barely get their arms around just one of them, couldn't even consider grabbing a second without losing the first. The people in the water begin to make their way towards each other in an attempt to connect the pieces, offering stability & comfort to those that they connect with. Those puzzle pieces represent our lives. It's up to each of us to see that we connect with those around us, appreciating the strengths and weaknesses of our neighbor. The Bible says that we are all members of one body. We look different, we function different, we feel different, we even smell different, but the uniqueness of each piece is what makes the connection possible. When we find that place in life that we were wonderfully designed to fill, that is when we truly have our peace.

Puzzle Peace coffee house will be a place that creates such an inviting atmosphere that people will want to come and connect.

* 1. **Company Ownership**  
     Puzzle Peace Coffee House is a privately owned company. It will be registered as a state LLC Corporation, with ownership being shared by Rick and Bobbie Bradshaw. It will be an affiliate of Jitters Coffee House in Millersburg, Ohio.

1. **Opportunity Analysis/Keys to Success**
   * + Puzzle Peace Coffee house has the privilege of being an affiliate of Jitters Coffee-house, in Millersburg, Ohio. The area that Puzzle Peace is located in is similar in economics and demographics to the area where Jitters Coffee-house is located. Jitters' founder, Martin Mann, is willing to mentor and share information that will help to guide Puzzle Peace into a profitable establishment.
     + A relaxing, inviting interior design, that makes the public feel like they are welcome and enjoying the loving hospitality of a home away from home
     + Prime site selection with an upscale affluent population, year-round traffic, as it is near most shops and grocery stores, and in direct line of travel to many of the areas schools and churches.
     + Drive thru for added convenience and delivery services with a preexisting customer base.
     + Niche created exclusively by my lunches that has already withstood the efforts of others to imitate or annihilate
     + Superior-tasting products backed by a unique quality atmosphere
     + Ongoing, aggressive Marketing
     + Highly trained and friendly staff
     + Multiple revenue streams including gift items, handmade items, wax melts, candles, mugs and coffee gift/frequency cards in addition to coffee,full menu items, fresh donuts, tea, juice, water and soft drinks

A dynamic website with online sales capability, a multimedia group that already has hundreds of members and followers, and an already established daily text list for people who have expressly asked to receive solicitation texts to on a daily basis for convenience in ordering.

1. **Marketing Strategy and Plan**
   1. **Products/Services and Pricing**  
       Puzzle Peace Coffee House sells high-quality specialty coffee beverages, tea, juice, water, soft drinks, fresh made doughnuts, soups, sandwiches, chips, pretzels, yogurt, fruit, salads, bagels, and over 50 different rotating home-made lunch creations. In addition to all of these things that are delicious to eat and drink, Puzzle Peace will have available for sale the work of local artists and point of sale items. Puzzle Peace will be an affiliate of Jitter's, as an affiliate our menu will be similar in appearance and pricing to the example attached :

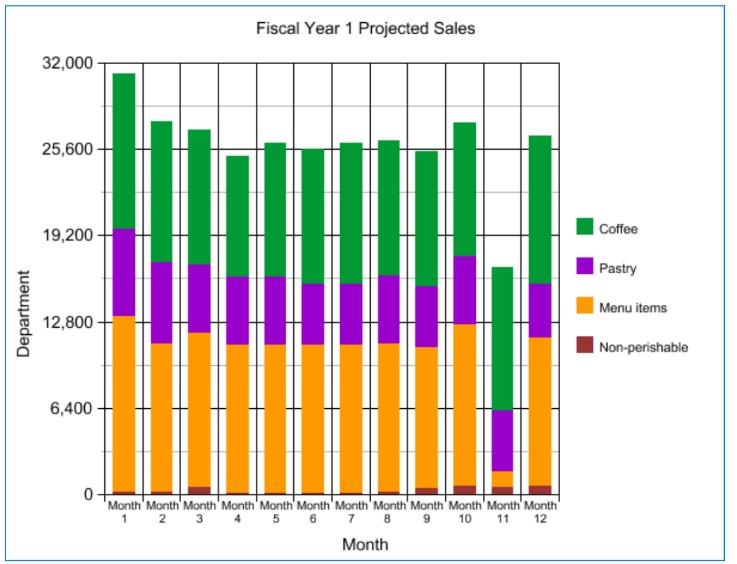


* 1. *Homemade Lunch Options: (Ranging between $5 and $7 per meal)*

|  |  |
| --- | --- |
| HML Chicken Alfredo | HML Chicken & Noodles |
| HML Pork Loin | HML Beef & Noodles |
| HML Pork Chop, boneless, breaded | HML Steak Tips |
| HML Cheesy Stuffed Peppers | HML Salisbury Steak |
| HML Cabbage Rolls | HML Chicken Alfredo Lasagna |
| HML Beef Enchiladas | HML Pizza Lasagna |
| HML Meatloaf/cheddar ranch Potatoes | HML ZuppaDao with Bread-bowl |
| HML Sausage Parma Rosa | HML Beef Stroganoff |
| HML Chicken Parmesan | HML Hamburger & corn casserole |
| HML Spaghetti & Meatballs | HML Beef Potato Pie |
| HML Beef Pot roast | HML Cheesy stuffed chicken |
| HML Sausage & cheese stuffed shells | HML Chicken & cheese stuffed shells |
| HML Beef Ravioli | HML Country Fry Day/steak/chicken |

* 1. **Promotion** Puzzle Peace will be promoted first and fore-most by word-of-mouth advertising. This is how the “Bobbi's Homemade Lunches” has thrived and blossomed. Puzzle Peace will use that existing patronage to initiate a customer base, and offer coupons for those existing patrons to come and bring a friend. The second resource for promotion will be the variety of media sources in the area. There are about 5 local radio stations, 1 local television station, a local Newspaper and a local paper advertisement company. All of these will be utilized by Puzzle Peace. Fliers for Coffee-house concerts will be distributed to existing customers and community locations such as churches, grocery stores and common areas of the local colleges and apartment complexes. Word-of-mouth will also be enabled by discounts published on Facebook that “friends” are invited to share. All of these promotional tools will make it relatively easy to get customers to come flooding through the door. It will be our products and service that keep them coming back.
  2. **Place**

Puzzle Peace Coffee House, which will be located at 3516 Maple Ave, Zanesville, Ohio, is in a central location within Zanesville's main Marketplace. Zanesville's marketplace also serves as a major marketplace for not only it's home county of Muskingum, but also for Coshocton and Perry counties, as both of those counties residents travel to Zanesville to do a majority of their shopping because our community has stores that they do not. It is on a major highway, state route 60. Many tourists traveling through will no-doubt stop on their journey from the famous Y-bridge in downtown Zanesville, to the Longaberger Big Basket in Dresden Ohio.  
This location is surrounded by 4 strip-malls, the Colony Square Mall, including the movie theater, several apartment complexes, 2 grocery stores, several automobile dealerships, several large churches, 2 gas stations, several professional garages, gift shops, and multiple upscale spas, hair and tanning salons. It is only a couple of minutes from the local High-school and colleges, which would make it very quick and convenient for students and teachers alike to order food.   
The most significant thing about this location from my perspective, is that I already service most of these establishments. I expect to continue to serve them as they frequently give me glowing reviews and excellent word-of-mouth advertisement and referrals. I have an abundance letters of recommendation and referrals from some of the patrons who are excited to see Puzzle Peace open at this convenient location.

1. **Management and Operations**
   1. **Management Team and employees**Management will be comprised of the owners, Rick and Bobbi Bradshaw at first. Initially about twelve employees will be recruited based on their ability to fill their niche within the company and their ability to handle the high-stress environment of dealing with the public. After a period of time, additional management will be selected from those employees if possible, or recruited if not. The owners will step into more of a CEO role in the company, thus allowing the opportunity for them to work on more community related opportunities on behalf of the company.
   2. **Vendors**Puzzle Peace will use mostly local vendors, such as but not limited to Sam's Club, Aldi, Kroger, The Dollar Tree, Walmart, Sav-A-Lot, Countryside bulk food store, and Mattingly foods. Vendors that are used that are not local are Webstaurant.com, GFS, and Heini's Cheese Factory. Though it is not listed here, I have carefully researched all of these locations over the past four years and found the best price deals from each location. None of them are exclusive for having all the items needed. If there are any unforeseen vendor needs, I will refer to Jitter's coffee-house in Millersburg as a resource for guidance.
2. **Financial Analysis and Projections**
   1. **Ordinary Income/Expense**  
      Puzzle Peace will be an affiliate of Jitter's coffee-house and has been allowed to review some of their financial records to better give an idea of what will be expected in the first year. The following chart has been generated to show Puzzle Peace's modest expectations, based on Jitter's first year in business, adjusted to reflect a lack of Ice cream sales (ice cream will not be served at Puzzle Peace) and estimating in the sale of Homemade lunches. Jitter's, like Puzzle Peace, is located in the Marketplace in their community, and on a main state route. It is very similar area in economics and demographics. Based on a direct comparison, Puzzle Peace could $350,000 sales, expected cost of goods sold would be $105,000, leaving a gross profit of $245,000. Additional expenses include:, Advertising, Internet Expenses, Employee Benefits, Insurance Expense, Printing and reproduction, rent expense, Utilities, and wages, totaling $110,000 for the first year, bringing the projected net income to $135,000 for the first year. Based on statistical information provided by Jitter's, if we follow in their example sales will increase by 20% the second year, and 52% the third year. However, Puzzle peace will offer lunch deliveries which already accounts for 20% of what we could expect without deliveries. We will also have a drive-thru, Jitter's doesn't have one of those yet, but says it is expected to increase sales by 60%. Our estimated Total Sales should be around $630,000 for the first year, if these statistics hold true. Estimated total cost of goods should be 30% of that ($189,000), and Operating Costs should be about another 32% including wages ($201,000).

With drive-thru and deliveries, we expect our net income for the first year to reach approximately $240,000.

1. **Funding Request**

**Amount of Funds needed for Start-up**

Start-up expenses for the Puzzle Peace are expected to be significantly lower than those of other coffeehouses. I've read that some coffee-houses require hundreds of thousands of dollars to start, I expect to be able to open for a fraction of that. We have found favor in the location we have chosen and they are willing to give us the first 2 months in the building free of rent and taxes, to give us ample time to renovate. In addition to that, they have almost the entire amount of appliances that we will require in the kitchen. They are willing to leave the equipment there as it is of no more use to them. I have already spoken to the local food safety administration and they have confirmed that the location and appliances are approved. I will have to purchase a commercial stove and possibly the hood. I estimate this to be approx $5000. There will be an estimated $32,000 investment needed for Crimson Cup Coffee and Teas, equipment and supplies purchase, installation and training. This training of our baristas will ensure that every coffee is professionally and perfectly made. There will be some additional start-up expense as estimated below.

|  |  |
| --- | --- |
| Tables, chairs and furnishings | $12,000.00 |
| Flooring (materials and installation) | $7,000.00 |
| Lighting fixtures | $2,000.00 |
| Lighted Signs | $10,000.00 |
| Paint/painting supplies | $1,000.00 |
| Landscape and lot repair | $5,000.00 |
| Estimated City permits and licenses | $6,500.00 |
| Insurance | $2,500.00 |
| Computer, scanner, printer | $2,000.00 |
| Telephones | $100.00 |
| Sound Equipment | $5,000.00 |
| Disposable eatery | $600.00 |
| Stove | $5,000.00 |
| Start-up perishable supply | $5,000.00 |
| Crimson Cup | $32,000.00 |
| Total estimated start-up expense | $101,300.00 |

1. **Exit Strategy**Puzzle Peace Coffee-house will no doubt be such a blessing in the Zanesville Community that it will outlast it's founders. In the event that we are taken home to be with our Lord, our establishment will be passed on to our children, who have been trained to love people and serve them in the same capacity as we have loved and served
2. **Appendices/Letter of commendation/reviews of patrons**

|  |
| --- |
| To Whom it may concern, I am writing to commend Bobbi Bradshaw whom I have known for one year. I know her to be a lady of sincere Christian faith and therefore a woman of integrity. She will keep her word to her own harm. She has the unusual combination of two character qualities. She is both visionary and industrious as evidenced in her current business activities. She has the wisdom to hear counsel and guidance from those who have gone before her. I have no doubt that her ventures will prosper. ~Martin Mann CEO Jitters Coffee House Millersburg |
| I would like to take the opportunity to highly recommend Rick and Bobbi Bradshaw as prospective business owners. We have had the pleasure of being acquainted with the Bradshaw’s over the past year as they have come down and worked alongside us in our coffeehouse ministry. We have known them to be extremely hard working, committed and people of integrity. We at Jitters Coffee House have committed to come alongside of the Bradshaw's in their endeavor to provide business consultation and support. We believe the Bradshaw’s are excellent candidates to operate their own establishment and to establish a successful business in their community. If we can be of any further service with this process please feel free to contact me at (330) 621-1694...~Sincerely, Herschell Hargrave, ,Executive Pastor, Jitters Coffee House |
| To Whom it May Concern., Bobbi Bradshaw has a wonderful vision.  Her meals are well balanced, fresh, and delivery is always hot and prompt.  The cooking skills Bobbi posses are unlike any others, she creates homemade masterpieces.  Many times we all are ready to order first thing in the morning. As the anticipation builds  for what we will receive later. We all have our favorites because of the many opportunities we get to try her creations. I highly would encourage you to try her meals. Through word of mouth we found her.  Since then, I have encouraged many of my friends to try her meals.  In today's society it is hard to find a true loving, spiritual, caring person.  Bobbi and her supportive family are amazing.  Her talents are endless.  I don't think you will find someone as dedicated to her business, family and faith.  My family will be waiting in line for her opening day. , ~Sincerely  Tessa James |
| To whom it may concern, Bobbi Bradshaw has been serving me lunch for about a year now. I was introduced to her delicious homemade lunches when I started working at Walgreen's. Due to the fact that I am somewhat of a picky eater (even as an adult), I was hesitant. But from my first try, I was completely on board, and have even been open to trying some new things. This is honestly home cooking at it's finest. It's so much better than the typical greasy fast food lunch that most people get these days. I have even talked my boyfriend into getting her lunches. He checks her menu weekly, looking to see what days he can get 'Bobbi food'. The personal, warm delivery that comes along with our orders, it can't be beat.  Once, I wanted to know how to make her country fried gravy, so I asked her. She was so generous to have shared the directions with me in such great detail that I couldn't wait to try it. It turned out perfect. Bobbi Bradshaw is more than the lady that delivers my wonderful lunch. She has become a friend. If you give her the opportunity to open up a restaurant in this great community, she will succeed, and my family and I will be one of her very first customers. ~Kristen Altier, Walgreen's |
| I'm writing this letter on behalf of Bobbi Bradshaw for her wish to start her own restaurant. My experience with Bobbi has been wonderful! She always has a great attitude and she's such a sweetheart. Her food is just as great as she is. I love the fact that she has options to choose from and not to mention it's also homemade. Me, Myself, will always choose a home cooked meal rather than take out any day. I'd have to say my all time favorite meal of Bobbi's would have to be her ZuppaDao. It's a cheesy sausage potato soup with a homemade bread bowl, if fabulous. That's the main reason I kept ordering from her, the soup drew me in and after that, I ordered from her ever since. There's always enough food in the meal for a decent price, it would be crazy to pass up. As soon as I heard she was thinking about starting her own restaurant, I thought it was a great idea for her. I don't know why she didn't think of it sooner. Thank you for your time, ~Darcy Harry |
| Bobbi Bradshaw is an amazing person with an amazing ability, her homemade lunches are a much needed staple in Zanesville, the food she makes are made from scratch, oftentimes home grown & always fresh. I have fed my family through her deliver service & my daughter who is a very finicky eater finished almost an entire tray of her homemade chicken noodles, mashed potatoes & green beans.  Bobbi also catered my sons birthday party with shredded chicken sandwiches, pulled pork sandwiches, baked beans, home made buns, hot dog sauce & macaroni/cheese, I have to say her pulled chicken & baked beans are the best I have ever had, her homemade noodles are huge, thick & delicious, the service she provides with delivery is invaluable, her prices are more then reasonable especially for the quality & quantity of her meals & our family has urged her to start a restaurant & have shared Bobbi's Homemade Lunches with all of our friends. I pray you will help her dream become a reality so everyone can take advantage of all she has to offer our community. ~Stacy White, Zanesville Ohio |
| Bobbi Bradshaw is a great person with an unbelievable cooking ability. The homemade lunches, she makes are needed in Zanesville. She makes them from scratch and taste like the food everyone grew up on. I have tried and loved every meal and I don't like to try new foods, but I would eat and love everything she would make. Bobbi catered my sons, Aiden's first birthday party with pulled pork sandwiches, shredded chicken sandwiches, baked beans, home made rolls, hot dog sauce & macaroni and cheese, I have to say her pulled pork and baked beans are amazing. I could eat them every day and never get tired of them. The prices, she charges are very affordable for the size and quality that you receive. I have told her every time to open a restaurant. Bobbi's Lunches would be a great family access to the Zanesville area. I hope you can do everything possible to get her restaurant open. So everyone can find the food that I have grown to love.  ~Scott A White , Zanesville Ohio |
| To Whom It May Concern, I am writing in reference to Bobbi Bradshaw. For the past 2 years I have ordered and had delivered food from Bobbi. Bobbi does an excellent job getting the meals to us on time and her prices are exceptional. The meals are homemade and we receive them hot and ready to eat when we get them. Because of her there are so many of us that get to enjoy good meals when life gets too busy instead of having to stop to get fast food. Bobbi is a very caring and giving person. She’s always got a smile for you and a hug if needed. She is a very positive and polite person....I don’t hesitate to recommend Bobbi, her food and her services. I have many times and I will continue to do so. If you have any questions feel free to contact me.  ~Judy Chambers, 740-624-3926 |
| I have known Bobbi Bradshaw for 11 years. In that time she has started Bobbi’s Homemade lunches, which delivers to local businesses and home residence. She also provides lunches to those who cannot afford a lunch....In that time she would also provide dinner on Wednesday nights before church services. She has catered several different events in the last several years. One of the places being the senior citizen apartment complex for approximately 100-150 people. She has done this on many occasions....Bobbi has been an asset to the local community in helping people that are less fortunate feel wanted and needed. ~James Stillion |
| Bobbi is a dear friend of mine, and she has truly earned my gratitude, trust, and most of all she showed me my love for Christ. She has talents that are humbled that her family respects and is supported by her good friends. Her gift is that she brings others who are lost, closer to God....Bobbi has a truly wonderful passionate way about her. She makes me and those around her think that this kind of love is what being her close friend all is about. Sharing and caring is the most spectacular evidence that I have in common with her. She can feed the people of this community with heart, and I have grown to learn so much from the motivation to prosper and grow together.  ...I am sure she would be an asset to the community. She would better serve a heartfelt passion serving in a coffee house....Thank you and may God Bless, ~Jason Epp 740 453-0767 |
| 11/18/15, To Whom it may Concern, Bobbi Bradshaw is an acquaintance of mine whom I met at a Bible Study at Jitters Coffee House in Millersburg, within the last year. Throughout those meetings, and others, I have come to have great respect for Bobbi. She is a woman of the highest honesty and integrity. She is a very hard worker and will do whatever is necessary to make her proposed business a success. She will be honest in her dealings and will strive to keep her commitments. Her business will be guided by the Ten Commandments of the Bible. Her customers will be treated with respect, as will any other business associates or employees she might have. I have no doubt that Bobbi will be successful. She will sincerely appreciate any help you may give her and I pray that it will be beneficial to everyone involved. You may call me if you have any questions. ~Sincerely, Carol Sechriest, 238 E Jackson St., Millersburg, OH 44654 330-674-2783 |
| ...It has been my great pleasure to know Bobbi over the past 5 years while ordering from Bobbi's Homemade Lunches and as an extremely personable woman. In my experience, she is dependable, discrete, likable, loyal, honest, enthusiastic and realistic in her expectations. I have taken my kids to several places over the past several years, and Bobbi stands head and shoulders over most, not only in demonstrated initiative, intelligence and creativity, but also in homemade cooking ability. Bobbi's intellect is matched by her ability to communicate clearly, and to project an open, friendly persona to others regardless of their level of expertise. Bobbi's positive outlook and pleasing personality enhance her natural leadership to contribute thoughtful, well-reasoned approaches to helping others. I have no doubt Bobbi will succeed in her future business endeavors. Please do not hesitate to call with any questions. ~Sincerely, Amanda Smith |
| ...Bobbi has been such a blessing with her lunch program. I work full-time out of town and lack the time and desire to cook for me and my husband. We often eat out, and get very bored with our choices. It is so nice and convenient to have a more nutritious option without all the preservatives found in fast-food. I am thankful for the variety of dishes and fresh vegetable choices that she offers. We order lunches for work and sometimes for dinner as well. Always served as needed, hot or cold, with a smile. I look forward to being a customer as she continues her endeavor with a coffee shop. I believe Bobbi will be a great success because she does everything whole-heartedly. I love her energy and personality! Thank you for your time and consideration of this great lady, I wish her the very best that this life has to offer. ~Sincerely, April Sutton-Gill |
| … I am a long time customer of Bobbi's. Having completed the culinary program under Marco Adornetto at Zane State as well as completing Licking County's Safe Serve training, I am happy to speak on Bobbi's behalf. Her menu is diverse and well balanced with regard to nutrition, color/presentation and opposing textures. Keeping hot foods hot and cold foods cold isn't an issue, nor is over-seasoning. I believe her abilities and menu will even improve with a standard restaurant operation procedure as well; as the transport of some foods can be a challenge. As the former kitchen manager for Doubletree by Hilton in Newark, Ohio, I helped plan dinner specials to insure profitability and I believe Bobbi will do well in this area as her current cost/portion control seems favorable. In my professional opinion, Bobbi has the demeanor and tenacity to succeed in the food service industry. I will support her endeavors in the future as well. Please consider her business Plan as a potentially profitable investment. ~Sincerely, Larry Monroy |
| To Whom It May Concern, I have known Bobbi for 5 years. She is a great person. She has a great personality, is honest and very respectful. She is a very good cook. She brings meals up to the High-Rise on Maple Ave. every day, Monday thru Friday. We can call her and order food and she will bring it to us anytime. We appreciate her and her food very much. ~Barbara J. Bryslan, 2746 Maple Ave #576, Zanesville, Ohio 43701 |
| To whom it will concern ;  Mrs. Bobbi Bradshaw is a very pleasant down to earth person. The first asset you notice about Bobbi is her contagious smile. This smile communicates to your soul she is a wholesome honest person. She is a competent, trusting and wise business person.  Mrs. Bradshaw has taken a simple model and business plan and turned it into a thriving enterprise. With a menu of a main dish with two or three mix or match sides or a ' Monster Salad' planned out monthly, which is delivered to you daily around lunch time at your request for that day. The second asset of Mrs. Bradshaw's is the flavor of her meals, it is never a let down or box prepared tasting, and the portions are always enough to satisfy the largest of appetites. She has also helps by offering diabetic solutions and low carb options.  The last asset of Bobbi's is when she opens her own eatery bistro, she will have an already established following built. With Bobbi's flair, flavor, and style she will temp many to visit and try her meals. Then after that they will become just more loyal consumers of her delicious meals. I my self will be a repeat customer several times a week. ~Thanks Rod Howard II (740) 621- 6780 |
| I'm writing today on behalf of Bobbi Bradshaw (Bobbi's Lunches). I want to share with you what an amazing individual she really is. I started ordering lunches from Bobbi about four years ago. I was first amazed by the fact that she only asked for a %45.00 donation, donation being the key word. I've never known anyone who was trying to start a business or make extra money for their family to ask for donation. There is usually a price attached. It touched my heart and I was definitely giving her the $5.00. Secondly, the food was amazing. It was homemade, fresh, hot and delicious. After just a few times of ordering from her I programmed her phone number into my phone. There have been several times that I was unable to give her the $5.00. I asked if I could pay a few days later and she said and has always said “no problem”. I was feeling a little down about owing her money already but still wanting her delicious lunch, and her response to me was “The Lord blesses me so that I can bless others” That brought tears to my eyes and that day I decided I would always order from her to help her out any way I can. Every time she delivers it it hot, fresh, and delicious. She has a smile on her face and if you are having a bad day, she can turn that around for you. She is one of the kindest human beings I've ever encountered and she has a heart of gold. Her meals are delicious and she has a nice variety. She has a monthly menu that she creates and hands out to her customers. This makes it convenient when deciding your weekly or monthly lunch cost. ~Sincerely, Belinda Hunter, Manager at Aldi |
| I am writing this letter of reference for my lunch time friend, Bobbi Bradshaw of Fobbi's Homemade Lunches. I have gotten hot lunches to Monster Salads, and pies at the holiday season. I have told others and even taken home meals to my own family and friends. Homemade meals beat fast food for me anytime. Knowing she puts her heart and soul into pleasing others, I have even requested things for her to make for me to take to gatherings and holiday funchtions. She is punctual when delivering. Her personality is contagious and everyone has always had great things to say about her. She volunteered her time to serving food for our customer appreciation day to help the area animal shelter. Probably my favorite lunch experience would have been when I was unable to purchase lunch, she showed up with a meal for me. I would have to say that I would take friends and family to frequent her establishment, hopefully one day soon. Thank you! ~Dawn Rader |